

FAX# 703 528 7880 AUG8/12 17.48
HARRIS REPORT FROM REP *** WFTV-TV ***

REP. # _____ OFF. # 6556 SALESMAN # _____

BUYER NAME KATIE KEULEMAN

SALES PRSN WA- JOE KNAUER

	CLASS: NATL.	LOCAL	REGIONAL
1. <i>Chrysomelidae</i>	10	10	10
2. <i>Curculionidae</i>	10	10	10
3. <i>Chrysomelidae</i>	10	10	10
4. <i>Chrysomelidae</i>	10	10	10
5. <i>Chrysomelidae</i>	10	10	10
6. <i>Chrysomelidae</i>	10	10	10
7. <i>Chrysomelidae</i>	10	10	10
8. <i>Chrysomelidae</i>	10	10	10
9. <i>Chrysomelidae</i>	10	10	10
10. <i>Chrysomelidae</i>	10	10	10
11. <i>Chrysomelidae</i>	10	10	10
12. <i>Chrysomelidae</i>	10	10	10
13. <i>Chrysomelidae</i>	10	10	10
14. <i>Chrysomelidae</i>	10	10	10
15. <i>Chrysomelidae</i>	10	10	10
16. <i>Chrysomelidae</i>	10	10	10
17. <i>Chrysomelidae</i>	10	10	10
18. <i>Chrysomelidae</i>	10	10	10
19. <i>Chrysomelidae</i>	10	10	10
20. <i>Chrysomelidae</i>	10	10	10
21. <i>Chrysomelidae</i>	10	10	10
22. <i>Chrysomelidae</i>	10	10	10
23. <i>Chrysomelidae</i>	10	10	10
24. <i>Chrysomelidae</i>	10	10	10
25. <i>Chrysomelidae</i>	10	10	10
26. <i>Chrysomelidae</i>	10	10	10
27. <i>Chrysomelidae</i>	10	10	10
28. <i>Chrysomelidae</i>	10	10	10
29. <i>Chrysomelidae</i>	10	10	10
30. <i>Chrysomelidae</i>	10	10	10
31. <i>Chrysomelidae</i>	10	10	10
32. <i>Chrysomelidae</i>	10	10	10
33. <i>Chrysomelidae</i>	10	10	10
34. <i>Chrysomelidae</i>	10	10	10
35. <i>Chrysomelidae</i>	10	10	10
36. <i>Chrysomelidae</i>	10	10	10
37. <i>Chrysomelidae</i>	10	10	10
38. <i>Chrysomelidae</i>	10	10	10
39. <i>Chrysomelidae</i>	10	10	10
40. <i>Chrysomelidae</i>	10	10	10
41. <i>Chrysomelidae</i>	10	10	10
42. <i>Chrysomelidae</i>	10	10	10
43. <i>Chrysomelidae</i>	10	10	10
44. <i>Chrysomelidae</i>	10	10	10
45. <i>Chrysomelidae</i>	10	10	10
46. <i>Chrysomelidae</i>	10	10	10
47. <i>Chrysomelidae</i>	10	10	10
48. <i>Chrysomelidae</i>	10	10	10
49. <i>Chrysomelidae</i>	10	10	10
50. <i>Chrysomelidae</i>	10	10	10
51. <i>Chrysomelidae</i>	10	10	10
52. <i>Chrysomelidae</i>	10	10	10
53. <i>Chrysomelidae</i>	10	10	10
54. <i>Chrysomelidae</i>	10	10	10
55. <i>Chrysomelidae</i>	10	10	10
56. <i>Chrysomelidae</i>	10	10	10
57. <i>Chrysomelidae</i>	10	10	10
58. <i>Chrysomelidae</i>	10	10	10
59. <i>Chrysomelidae</i>	10	10	10
60. <i>Chrysomelidae</i>	10	10	10
61. <i>Chrysomelidae</i>	10	10	10
62. <i>Chrysomelidae</i>	10	10	10
63. <i>Chrysomelidae</i>	10	10	10
64. <i>Chrysomelidae</i>	10	10	10
65. <i>Chrysomelidae</i>	10	10	10
66. <i>Chrysomelidae</i>	10	10	10
67. <i>Chrysomelidae</i>	10	10	10
68. <i>Chrysomelidae</i>	10	10	10
69. <i>Chrysomelidae</i>	10	10	10
70. <i>Chrysomelidae</i>	10	10	10
71. <i>Chrysomelidae</i>	10	10	10
72. <i>Chrysomelidae</i>	10	10	10
73. <i>Chrysomelidae</i>	10	10	10
74. <i>Chrysomelidae</i>	10	10	10
75. <i>Chrysomelidae</i>	10	10	10
76. <i>Chrysomelidae</i>	10	10	10
77. <i>Chrysomelidae</i>	10	10	10
78. <i>Chrysomelidae</i>	10	10	10
79. <i>Chrysomelidae</i>	10	10	10
80. <i>Chrysomelidae</i>	10	10	10
81. <i>Chrysomelidae</i>	10	10	10
8			

1. The first step in the process is to identify the problem or issue that needs to be addressed. This involves gathering information and understanding the context of the problem.

CITY TAX	STATE TAX	CO-OP BILLING NEEDED	DATE
			AUG8/12 17.48

** NEW ORDER **
 TTLS \$141420..156X
 PLS CFM, THX 8/8

CON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****

ALL INVOICES ARE TO BE SENT TO
GREER MARGOLIS
ACCOUNTING
1010 WISCONSIN AVENUE NW
SUITE 800
WASHINGTON, DC 20007

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
AGENCY ADVERTISER CODE = AGENCY PRODUCT CODE = AGENCY EST# = 1536												
1			100P-300P	30		\$325.00	9/18	9/21	4		TU-F	4
PROGRAM : THE CHEW/GENERAL HOSPITAL												
2			1000A-1100A	30		\$200.00	9/18	9/21	4		TU-F	4
PROGRAM : MILLIONAIRE/FAMILYFEUD												

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LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
3			1135P-1210A	30		\$450.00	9/18	9/21	4		TU-F	4
PROGRAM : NIGHTLINE												
4			1100A-1200N	30		\$400.00	9/18	9/21	4		TU-F	4
PROGRAM : THE VIEW												
5			1210A-105A	30		\$175.00	9/18	9/21	4		TU-F	4
PROGRAM : JIMMY KIMMEL LIVE												
6			1200N-100P	30		\$350.00	9/18	9/21	7		TU-F	7
PROGRAM : EYEWITNESS NOON NEWS												
7			300P-400P	30		\$350.00	9/18	9/21	4		TU-F	4
PROGRAM : STEVE HARVEY SHOW												
8			400P-500P	30		\$400.00	9/18	9/21	4		TU-F	4
PROGRAM : DR. OZ												
9			500A-530A	30		\$250.00	9/18	9/21	4		TU-F	4
PROGRAM : EYEWITNESS NEWS												
10			500P-600P	30		\$900.00	9/18	9/21	4		TU-F	4
PROGRAM : EYEWITNESS NEWS												
11			530A-600A	30		\$375.00	9/18	9/21	4		TU-F	4
PROGRAM : EYEWITNESS NEWS												
12			600P-630P	30		\$1,200.00	9/18	9/21	4		TU-F	4
PROGRAM : EYEWITNESS NEWS												
13			600A-700A	30		\$750.00	9/18	9/21	7		TU-F	7
PROGRAM : EYEWITNESS NEWS												
14			700P-730P	30		\$1,200.00	9/18	9/21	4		TU-F	4
PROGRAM : JEOPARDY												

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LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
:LINE#	:	:	:	:	:	:	: DATE	: DATE	: /WK	: INVT	:	:SPTS:
27			600A-900A	30		\$450.00	9/22	9/22	2		SAT	2
PROGRAM : EYEWITNESS NEWSDAYBREAK												
28			700P-800P	30		\$450.00	9/22	9/22	2		SAT	2
PROGRAM : JEOPARDY/WHEEL												
29			800P-1130P	30		\$3,500.00	9/22	9/22	1		SAT	1
PROGRAM : ABC SATURDAY NIGHTFOOTBALL 9/1-12/												
30			800P-1100P	30		\$1,800.00	9/22	9/22	3		SAT	3
PROGRAM : NCAA FOOTBALL												
31			900A-1000A	30		\$450.00	9/22	9/22	2		SAT	2
PROGRAM : GMA-SAT												
32			100P-600P	30		\$250.00	9/23	9/23	2		SUN	2
PROGRAM : WEEKEND MOVIES												
33			1130P-1200M	30		\$250.00	9/23	9/23	1		SUN	1
PROGRAM : SPORTS NIGHT ON 9												
34			1200M-100A	30		\$130.00	9/23	9/23	1		SUN	1
PROGRAM : NUMB3RS												
35			500A-600A	30		\$100.00	9/23	9/23	2		SUN	2
PROGRAM : EYEWITNESS NEWS												
36			600P-630P	30		\$750.00	9/23	9/23	1		SUN	1
PROGRAM : EYEWITNESS NEWS												
37			600A-900A	30		\$350.00	9/23	9/23	2		SUN	2
PROGRAM : EYEWITNESS NEWSDAYBREAK												
38			700P-800P	30		\$1,400.00	9/23	9/23	1		SUN	1
PROGRAM : AMERICA'S FUNNIESTHOME VIDEOS												

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LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
39			800P-900P	30		\$3,300.00	9/23	9/23	2		SUN	2
PROGRAM : ONCE UPON A TIME												
40			900P-1000P	30		\$3,000.00	9/23	9/23	1		SUN	1
PROGRAM : REVENGE												
41			1000P-1100P	30		\$2,500.00	9/20	9/20	1		THU	1
PROGRAM : SCANDAL												
42			900P-1000P	30		\$3,300.00	9/20	9/20	1		THU	1
PROGRAM : GREYS												
43			1100P-1135P	30		\$1,000.00	9/18	9/23	6		TU-SU	6
PROGRAM : EYEWITNESS NEWS AT 11P												
44			1000P-1100P	30		\$2,100.00	9/18	9/18	2		TUE	2
PROGRAM : PRIVATE PRACTICE												
45			800P-900P	30		\$2,100.00	9/18	9/18	1		TUE	1
PROGRAM : LAST MAN STANDING/ COUGAR TOWN												
46			900P-1000P	30		\$4,500.00	9/18	9/18	1		TUE	1
PROGRAM : DANCING RESULTS												
47			1000P-1100P	30		\$2,200.00	9/19	9/19	1		WED	1
PROGRAM : NASHVILLE												
48			800P-900P	30		\$2,000.00	9/19	9/19	1		WED	1
PROGRAM : MIDDLE/SUBURGATORY												
49			900P-1000P	30		\$3,750.00	9/19	9/19	1		WED	1
PROGRAM : MODERN FAMILY/HAPPYENDINGS												
50			100P-300P	30		\$325.00	9/24	9/24	1		MON	1
PROGRAM : THE CHEW/GENERAL HOSPITAL												

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LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
:LINE#	:	:	:	:	:	:	DATE	DATE	:	:	:	:
51			1000A-1100A	30		\$200.00	9/24	9/24	1		MON	1
PROGRAM : MILLIONAIRE/FAMILYFEUD												
52			1135P-1210A	30		\$450.00	9/24	9/24	1		MON	1
PROGRAM : NIGHTLINE												
53			1100A-1200N	30		\$400.00	9/24	9/24	1		MON	1
PROGRAM : THE VIEW												
54			1210A-105A	30		\$175.00	9/24	9/24	1		MON	1
PROGRAM : JIMMY KIMMEL LIVE												
55			1200N-100P	30		\$350.00	9/24	9/24	1		MON	1
PROGRAM : EYEWITNESS NOON NEWS												
56			300P-400P	30		\$350.00	9/24	9/24	1		MON	1
PROGRAM : STEVE HARVEY SHOW												
57			400P-500P	30		\$400.00	9/24	9/24	1		MON	1
PROGRAM : DR. OZ												
58			500A-530A	30		\$250.00	9/24	9/24	1		MON	1
PROGRAM : EYEWITNESS NEWS												
59			500P-600P	30		\$900.00	9/24	9/24	1		MON	1
PROGRAM : EYEWITNESS NEWS												
60			530A-600A	30		\$375.00	9/24	9/24	1		MON	1
PROGRAM : EYEWITNESS NEWS												
61			600P-630P	30		\$1,200.00	9/24	9/24	1		MON	1
PROGRAM : EYEWITNESS NEWS												
62			600A-700A	30		\$750.00	9/24	9/24	1		MON	1
PROGRAM : EYEWITNESS NEWS												

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS/WK	WEEK INVT	DAYS	TOTL SPTS
63			700P-730P	30		\$1,200.00	9/24	9/24	1		MON	1
PROGRAM : JEOPARDY												
64			700A-900A	30		\$800.00	9/24	9/24	2		MON	2
PROGRAM : GOOD MORNING AMERICA												
65			730P-800P	30		\$1,200.00	9/24	9/24	1		MON	1
PROGRAM : WHEEL OF FORTUNE												
66			900A-1000A	30		\$200.00	9/24	9/24	1		MON	1
PROGRAM : JEFF PROBST												
67			1100P-1135P	30		\$1,000.00	9/24	9/24	1		MON	1
PROGRAM : EYEWITNESS NEWS AT 11P												
SEP/12 141420.00												
											CONTRACT TOTAL	141420.00
											TOTAL SPOTS	156

MARKET TOTALS \$487,655 WFTV 29% WKMG 34% WESH 20% WOFL 13% WKCF 1% WRBW 2% CABL 0%

WOPX 0% WRDQ 1% EFTV 0%

SVC- NSI

DEMOS- RA35+*